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1933

# The NATIONAL WOOL GROWER



Volume XXIII Number 5

MAY, 1933

## Is It To Be Free Trade Or Reciprocity?

By F. J. Hagenbarth



## Wool Market Obser- vations

By Dean J. A. Hill

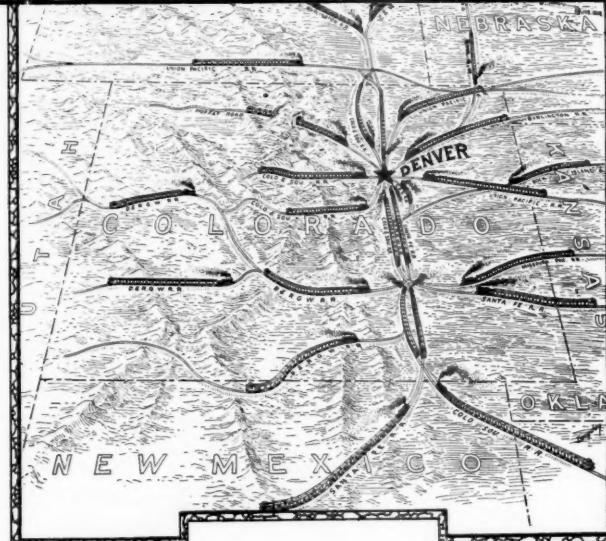


## A Report from Washington on Sheep and Wool Affairs

Official Organ of the  
NATIONAL WOOL GROWERS  
ASSOCIATION  
Salt Lake City, Utah

Official Organ of the  
NATIONAL WOOL MARKETING  
CORPORATION  
Boston, Mass.

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# The NATIONAL WOOL GROWER

Official Organ of the  
**NATIONAL WOOL GROWERS ASSOCIATION**  
 and the  
**NATIONAL WOOL MARKETING CORPORATION**

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# Editorial Comment on Sheep and Wool Affairs

Washington, D. C.  
May 1, 1933

This page is being written in Washington, D. C. I arrived here April 23 after attending a meeting in Boston of the wool advisory committee, appointed by

**From** Governor Morgenthau of the Farm Credit Administration. The committee met again here on April 28.

**Washington** The plan of the Farm Credit Administration for handling R.A.C.C. wools, while misunderstood or objected to by some interests and in some sections, is quite generally approved by the growers. The Governor of the Farm Credit Administration does not have the same authority over Intermediate Credit Bank wools because this control rests with the loan companies whose endorsed notes are discounted by these I.C. Banks. It seems likely that much of these wools will be handled in the same way as those under the R.A.C.C.'s. Combined, they amount to about 120 million pounds, or over 50 per cent of the weight of wool in the range states.

The wool market was getting stronger before the order stopping the sale of R.A.C.C. wools was issued on April 13. The goods trade was not strong, but prospects for future business were encouraging, and, more important, it had been recognized that there was no hangover supply of wools in the American or foreign markets. Prices were low and dealers and mills expected them to advance.

The shutting out of a large volume of wools from speculation, under the April 13th order, intensified dealer activity in getting possession of free wools. Then came announcement of gold restrictions and of inflation measures on April 20. That action suggested that some commodities might be better for holding than money. This also affected textiles and wool. Western prices now are nearly double what they were at the very low point of one year ago. This finally bears out the time-worn statements on this page about wool running "true to form" and being among the first commodities to show improvement from bottom depression prices.

**Selling the Wools** Cooperatives receive no advantages under the new wool sales plan. They must compete with approved dealers for tonnage and on the same reduced rates of charges for handling. Each regional credit corporation is responsible for determining what dealers or commission concerns, in addition to cooperatives, may handle the wools covered by its loans. Every such dealer

agrees to cooperate under a firm selling policy and to sell R.A.C.C. wools at times and prices corresponding to sales of his own wools or of other consignments. The Farm Credit Administration does not contemplate that its wools will be held up while other stocks are disposed of, but that the entire supply, so far as possible, will be merchandised as rapidly as the mills will take it, at prices according with foreign values and import duties. While much must of course depend upon developments of coming months, the Morgenthau wool plan affords the best assurance now possible that the 1933 clip will be marketed for maximum returns to the growers. There may come, as a by-product, an aid to the manufacturing industry, through the establishment of stronger and steadier wool prices—something the mills have long sought to help them in their dealings with the buyers of cloth.

**Inflation** Inflation did not "take" in the livestock markets as it did for commodities having future transactions. The industrial improvement that is aimed at will increase employment and consumer purchasing power, which is the basis of meat prices.

There is disagreement among bankers, economists, and statesmen as to the wisdom and safety of the moves that Congress is empowering the President to make in connection with currency, silver, and gold content of the dollar. So far as the power shall be used, it seems likely to be of most help to debtors. Even if strong inflation is to be attempted, it is impossible to see how far it may go or how long it will stick. Congress was strongly of the opinion that the administration should be in a position to quickly alter or curtail such actions as were made necessary by conditions.

The farm relief bill has passed the Senate, carrying the farm mortgage and inflation measures with it. All seem likely to become law in the first days of May.

**Farm Relief** Secretary Wallace's staff has been working nights on plans for collecting processing taxes and distributing the proceeds to growers. Sheep and cattle are not in the plan as it leaves the Senate. Nothing is announced as to what commodities will be dealt with first, or as to detailed methods, but the plan will have a fair trial and something of the results should be known by midsummer.

Sheepmen will, of course, watch the hog situation to see the effect of the plan upon meat prices and to see how production will be regulated.

Federal Land Banks will be permitted to loan up to \$50,000, double the old limit, but Congress wouldn't listen to the proposal of permitting land loans to any type of corporation.

Secretary Mollin of the American National Live Stock Association and I have had one conference on grazing fees with Forest Service officials. They realize

**Grazing Fees** the seriousness of the stockmen's condition and are working on methods of relating the fees to livestock prices. We are very hopeful that the question will be worked out agreeably within a few weeks.

Hearings before the Interstate Commerce Com-

mission began April 24, in Docket 26,000, which is entitled "Rates and Charges of Carriers."

**I. C. C. 26000** Coal and lumber shippers are asking a reduction of 25 per cent in freight rates. Commissioners Aitchison (Oregon), Porter (Iowa), and Lee (Idaho) are on the bench. It will take two or three weeks to receive all the testimony, after which the case will go to the whole Commission for an early decision. I expect to testify this week on sheep and wool rates.

There is nothing now before Congress on the tariff. The administration's plans will be shown when the Tariff measure is introduced for giving the President authority to handle matters of foreign trade during the Economic Conference at London, starting June 12.

F. R. Marshall.

## Is It to be Free Trade or Reciprocity?

THOSE of us who approximate half a century of tariff memories can but hear with misgivings some recent remarks of cabinet members of the new administration concerning America's protective tariff system. As lowering clouds on the horizon, with flashes of lightning and rumblings of thunder, usually presage an approaching storm, do these utterances forecast the destruction of our American tariff system?

On April 11, 1933, in a radio address, the new Secretary of Commerce, Daniel C. Roper, described American tariffs as "unreasonable and extreme," and said, "any sincere attempt to restore the movement of goods between nations must involve the lowering of existing trade barriers." And we remember that he was referring to American tariffs.

On April 11, 1933, the new Secretary of State, Cordell N. Hull, is reported in the public press to have said, in reference to the new tariff policy, that the contention that low tariffs would flood the country with the products of cheap foreign labor to the detriment of American workmen, was "antiquated, obsolete, and bewhiskered." At the same time he invited those holding a contrary view to "go out and talk with thirteen million American wage earners thrown out of employment under

the operation of the highest tariffs of American history."

Professor Taussig of Yale, a life-long free trader, occupies a prominent place in the economic councils of the new administration.

These straws indicate the quarter from whence tariff winds are beginning to blow. Will they develop into a wild hurricane which will wrench the American ship of state from its century-old moorings?

It seems paradoxical indeed to see President Roosevelt and the Congress on the one hand lying awake nights trying to devise ways and means of bringing American industries and farms back to activity and prosperity, if at the same time, on the other hand, the powers that be plan to destroy the American tariff system and turn our commerce over to unlimited competition against a world of cheap labor and depreciated currency.

Must the American system once more face the devastating effects of free trade, or do we misunderstand? Are professorial free trade theories and political tariff prejudices to govern, regardless of the fact, repeatedly shown by experience, that such a course must result in business disaster?

If true reciprocity is proposed, that is another matter. But we do not hear much about reciprocity, in

the sense of trading freely, without tariffs, those things for which we seek a market for other things which we do not produce; as for instance, trading American wheat for Japanese silk or American cotton for French wines and lingerie, or American canned farm products for Brazilian coffee. If this is to be the program, well and good, but it is time that someone in authority said so and relieved the business interests of the country of their worry.

Foreign exchange values have already cut deep gashes into the 1930 tariff, which therefore is no longer, if it ever were, as Secretary Hull says, "the highest tariff in American history." Any statement that our present tariff is the sole cause of our national unemployment situation is so far from the truth as to be unworthy of discussion.

During Taft's administration, when the "Iowa Tariff Plan" was in its ascendancy, we attempted to adopt and did adopt a reciprocity law, which, because it was not based on true reciprocity, Canada was smart enough to reject. Let us remember that lesson on our own behalf. Webster defines reciprocity as "equal mutual rights or benefits to be yielded or enjoyed," and he further defines equal as being "of the same extent or magnitude; adequate; of the same rank, degree or value." A reciprocal tariff agreement, therefore, would not consist merely in the arbitrary wiping out

of tariffs, but would involve many factors in the proper working out of the formula of equality to all parties concerned. The proper solution of the problem should not be approached with preconceived prejudices. If America approaches such a trade with the admission that our American tariff is a detriment, and not a benefit to us, we will have given away at the very start any benefits which should accrue to us on a reciprocity tariff deal. Viewed from this angle, would not Secretaries Hull and Roper, and others of like ilk, have to modify their tariff views before negotiating reciprocity tariffs purporting to be beneficial to the United States?

F. J. Hagenbarth.

### The Truth in Fabric Bill, 1933

A BILL was introduced by Senator Carey of Wyoming in the United States Senate on March 13 "to prevent deceit and unfair prices that result from the unrevealed presence of substitutes for virgin wool in woven or knitted fabrics purporting to contain wool and in garments or articles of apparel made therefrom \* \* \*."

The term "virgin wool" is defined as "wool of the sheep or lamb or hair of the camel or the Angora or Cashmere goat that has never previously been spun or woven," and "mixed woolen goods" as any "yarn and any woven or knitted fabric which purports to contain wool and which does not contain virgin wool only, and any garment or article of apparel made from any such woven or knitted fabric."

Enactment of the bill into law would make it illegal to ship or sell in interstate commerce misbranded mixed woolen goods. Mixed woolen goods would be held to be misbranded unless they were stamped or marked to show: (1), the registration number of the manufacturer; and (2), the minimum proportion or percentage of weight of virgin wool and the maximum proportion or percentage of weight of

all material other than virgin wool. In the case of cotton warp goods, the branding requirement would be met if the goods were marked as cotton warp and wool woof. The provisions of the bill would not apply to linings, paddings, or trimmings.

Enforcement of the act would lie with the Secretary of Agriculture, and all manufacturers of mixed woolen goods would be required to register under regulations prescribed and drafted by him. Violation of any provision would be penalized by a fine of not more than \$1,000, or imprisonment for not more than one year, or both, and, at the discretion of the court, revocation of the manufacturer's registration number.

The bill also would give the Secretary of Agriculture authority to exclude imported goods which he believed to be misbranded. In such cases, notice of hearing would be served on the owner or consignee, and the Secretary of the Treasury would then either refuse admission and delivery of the goods to the consignee, or permit entrance under bond, pending the hearing and decision in the matter. The amount of the bond would equal the total invoice value plus the import duty. If the hearings should prove misbranding, the owner or consignee would be allowed three months in which to export the goods; if not withdrawn within that period, their sale or other disposition would be ordered by the Secretary of the Treasury.

This 1933 truth in fabric bill is mainly similar to the old French-Capper bill introduced in Congress in 1920 (Wool Grower, April, 1920, page 28-30), and buffeted about until 1924 when it was finally killed in committee (Wool Grower, 1924, May, p. 21; June, p. 27). However, Senator Carey's new bill would not require manufacturers of virgin wool goods to label their fabrics as the French-Capper measure proposed to do, but those using anything other than virgin wool would be under the necessity of showing the amounts of virgin wool and

other materials. The bill is now in the hands of the Senate Committee on Agriculture and Forestry.

### Spring Lamb Misrepresented

CHAIN store managers, small retailers, and managers of meat shops generally in the San Francisco Bay district, California, were cautioned by the Pacific Livestock and Meat Institute during early March concerning the mixture of spring lamb and old crop fed lamb. The Pacific Livestock and Meat Institute is an organization of the leading retail meat dealers, jobbing butchers, wholesale butchers, packers and producers of cattle, swine, and lambs in northern California, including the California Wool Growers Association in its membership. The Institute is advertising meat, and through its standardization, ethics and trade practices committee, has done much to stop fraudulent meat advertising, prevent false weighing and other vicious trade practices.

A meat shopping tour conducted by the Better Business Bureau of Oakland, Calif., at the request of the Institute, revealed that a sample of forequarter of lamb was a piece of fed lamb weighing 8½ pounds, which cost 85 cents. The weight and price extension were correct; however, the product was grossly misrepresented in the advertisement, which read: "Genuine Spring Lamb Shoulder, 10 cents per pound."

A special grading committee of the Institute, made up of leading retail butchers, examined the sample and found that it did not carry the characteristics of genuine spring lamb; in fact, the ridges on the foreleg of the shoulder were well defined, indicating an age between nine and twelve months. On the Pacific Coast during March there is considerable overlapping of the seasons for spring lamb and old crop lambs which have been received from Utah and Idaho feed lots.

After conferring with the manager of the particular store which advertised and sold the lamb, officials of the Oakland Better Busi-

ness Bureau who were employed for the shopping by the Pacific Livestock and Meat Institute, discovered ten yokes of lamb for the Friday and Saturday special and six carcasses of new 1933 spring lambs had been received by the store from its wholesale butcher. When customers came in to purchase shoulders of spring lamb, an employee of the store delivered shoulders cut from the yokes of fed lambs.

Directors of the Pacific Institute include W. H. Baber, president, and W. P. Wing, secretary, California Wool Growers Association, the latter also serving as a member of the Institute's executive committee and a member of its Standardization and Ethics Committee. Ermine L. Potter, head, Animal Husbandry Division of Oregon Agricultural College, E. J. Maynard of the Utah College, and Dr. Geo. H. Hart, head, Animal Husbandry Division, University of California, are members of the advisory board of the Institute.

W. P. Wing.

## Use Your Wool

**SUPPLY** and demand regulate price. If in any way the supply of domestic wool should be reduced, there would be a tendency toward higher wool prices, and if in any way demand actually uses an increasing amount of new wool, this also affects wool prices favorably.

If wool growers could be organized to the extent of actually decreasing domestic wool production on a nation-wide scale, there would be resulting higher wool prices; or if actual demand resulting in increased consumption of virgin wool products should be brought about through promotion, the result of higher wool prices would be attained. But wool growers have neither the organization to bring about a cut in production nor the money for wool promotion.

Wool growers are strong individualists and will continue to act as such for the most part. This characteristic does not however pre-

## PATRONAGE REFUNDS ON 1932 BUSINESS BY MEMBER AGENCIES OF NATIONAL LIVE STOCK MARKETING ASSOCIATION

AGENCY	AMOUNT	% OF GROSS COMMISSIONS COLLECTED
Producers Co-op. Commission Assn., East Buffalo, N. Y.	\$ 8,300.00	10
Producers Co-op. Commission Assn., Cincinnati, Ohio	46,000.00	30
(Commissions reduced 16% 6-1-32, resulting in savings to shippers of \$14,674.76.)		
Michigan Live Stock Exchange, Detroit, Michigan	9,300.00	10
Producers Commission Assn., Indianapolis, Indiana	43,000.00	25
Producers L. S. Commission Assn., National Stock Yards, Ill.	22,000.00	10
Producers L. S. Commission Co., Springfield, Illinois	3,700.00	16 2-3
	(Commission reduced 16 2-3% during year.)	
*Oklahoma Livestock Marketing Assn., Oklahoma City, Okla.	1,600.00	
	(*This is not a patronage but a stock dividend.)	
Peoria Producers Commission Assn., Peoria, Ill.	20,400.00	30
	(Declared and paid at close tenth fiscal year, May 31, 1932.)	

vent their acting with intelligence to promote their individual welfare and the well-being of their industry.

If growers would send a small part of their clip to woolen mills and have good honest virgin wool products made therefrom and use these products in their homes and show them or sell them to their neighbors they would have these good products without the much-too-heavy distribution cost. And this procedure followed throughout the wool growing industry would do much to reduce wool supply and increase demand, the factors necessary to bring higher wool prices.

In this movement the individual can act alone, as he herds his sheep alone, while benefiting both himself and his industry. It is of course necessary to know of good mills that will do custom work. There are many such mills and their prices are low, regulated by very keen competition.

Custom work means to manufacture products for you from your wool or to take your wool in exchange for wool used in the products sent to you.

Among the many good mills doing this kind of work are the Baron Woolen Mills of Brigham City, Utah; Utah Woolen Mills, Salt Lake City; West Unity Woolen Mills, West Unity, Ohio; Litchfield Woolen Mills, Litchfield, Minnesota; Chatham Manufacturing Company of Elkins, N. C.; Merrill Woolen Mills of Merrill, Wis.; and the Seifert Woolen Mills of Jefferson, Wis.

The National Wool Grower will gladly publish names of other mills doing custom work that will return good virgin wool goods to the grower.

Kleber H. Hadsell.

## Feeding Experiments in Oregon Reported

**E**XPERIMENTS completed by the Oregon Experiment Station provide information on satisfactory winter rations for breeding ewes.

As was expected, alfalfa, the old standby in eastern Oregon and the intermountain country, was found entirely satisfactory for wintering farm flock breeding ewes. Lambs on ewes which were fed one pound of silage per day or one pound of grain made a slightly better gain than did lambs on ewes which received only hay.

Two or three pounds of silage fed throughout the winter in addition to alfalfa will produce no better results than one pound of silage. When fed with alfalfa there is apparently no difference in the value of pea and bald barley silage, corn silage or sunflower silage, the experiment showed.

The results of this experiment along with a detailed record of the rations used is contained in Oregon Station Circular 101.

W. L. Teutsch.

# Around the Range Country

## Wyoming

Temperatures have been low as a rule, so cold they were hard on livestock at times, consequently greatly retarding range and forage growth generally. It has turned warmer lately, but much more warmth is needed to force the growing season up to a normal stage. Moisture was much needed as the month began, but snow storms were fairly frequent, and in places exceptionally heavy, raising the moisture supply enough to satisfy practically all needs. Livestock suffered, however, and there were losses in most sections, among old sheep, lambs, calves and weak cattle, losses being especially heavy in regions having two to four feet of new snow late in the month. Most flocks and herds are still on feed, and in only fair to poor shape.

## Montana

Much cold weather prevailed, retarding the advancement of spring grasses, but generally a goodly amount of moisture came in frequent showers and snowfalls, storing plenty of water in the soils of the state, for the needs of the immediate future. Livestock suffered a few losses during the recent bad weather, and feeding was prolonged in most sections, but they are generally in good condition, and making noticeable improvement. Lambing was beginning under fairly favorable conditions, with a little too much rainy weather. Some shearing setbacks have also occurred, with a few losses, though not abnormal.

## Glendive

We have had bad, stormy weather and the feed is very short (April 10). With the heavy snow on the range, there is very poor picking there for the stock. All of our sheep have been fed hay and some grain also. The hay has been costing from \$6 to \$7 a ton.

I think most of the men will consign their wool this year. Sheepmen are being financed largely through local banks and loan companies discounting with the Intermediate Credit Banks.

Lease rates for state and privately owned grazing lands have been lowered, but the railroad lands are costing us the same as two years ago.

Coyotes are more troublesome, due to the fact that little trapping has been done lately.

Nels Boe.

## Idaho

Cold weather prevailed, with insufficient warmth to promote the best growth of meadows and pastures. Moisture came occasionally, but the totals were light and inadequate for even the present needs in places. More is needed for the assurance of good summer ranges. Forage is improving this 4th day of May. Livestock are mostly in good condition, but warm weather is needed, as the range has been appreciably retarded.

## Washington

Fairly cold weather prevailed much of the time, sufficient to cause a considerable delay in the growth of meadows, pastures and ranges, somewhat to the detriment of livestock. Rainy weather has prevailed,

**T**HE notes on weather conditions, appearing under the names of the various states are furnished by J. Cecil Alter of the U. S. Weather Bureau and based upon reports and publications of that bureau for the month of April.

The Wool Grower welcomes and desires communications from interested readers in any part of the country for this department of the Wool Grower and also invites comment and opinions upon questions relating to the sheep industry and of importance and significance to wool growers.

and while soil moisture has not been overly abundant, the showers and light snows continued up to the 4th of May. Pastures are thus in the way of improving substantially, and the outlook is improved. Livestock are mostly in satisfactory condition, though a few sections reported some poor animals.

## Nespelem

From April 1st to 20th the weather was very bad, the worst in 18 years. Since the 20th we have had sunshine and now (the 25th) the grass on the spring range is coming up good.

Our death loss during the winter was around 10 per cent, all old ewes. We lambed about 10 per cent fewer ewes than a year ago. Our lambing percentage this year was 100; last year it was about 120.

Machine shearers are getting 9 $\frac{3}{4}$  cents per head with board, tying and sacking included.

I think all of the sheepmen of this section are getting money from the R.A.C.C. and will hold their wools for better prices. So far there have been no outright sales here.

The leases on the Indian Reservation are the same as in former years. They are too high in comparison with what we are getting for wool and lambs.

Coyotes have increased this year. With no bounty on them and pelts worth little, very few if any are being trapped.

Wm. Bell.

## Hover

We have had what I call a mean winter and practically no spring in so far as feed is concerned.

The first of December we had excellent range and prospects never looked better for an open winter and good feed. Early in the month the mercury started dropping at a rapid pace. With no snow for protection the ground was frozen 12

inches. The grass has not recovered from the sudden change. As a result we have had very poor feed this spring. It is reported that we have a heavy snowfall in the mountains which will insure good feed for the summer.

Losses in young and middle aged ewes have been light. The lamb crop has varied depending on how much feed and care were given the ewes during the winter. Have been told that some have reported as high as 145 per cent while others dropped as low as 80 per cent. I look for a poorer quality of lambs on the Chicago market this year than last year. Shearing started out at 7 cents and board, but the shearers seem to have managed to get the price up to 8½ cents and board.

As everyone knows the price of wool is improving. Let us hope that the inflation policy, coupled with a demand, will keep it improving.

Herders and packers are getting from \$30 to \$40. We have no trouble getting men, as all of them seem to want to hang onto their jobs. Our regular men seem to appreciate the distressing condition under which the wool grower is laboring and I notice a tendency to save in camp and be economical wherever they can.

Coyotes have not bothered much in this locality but have been reported giving trouble in other localities. Many amateur trappers, needing a little money, keep the young coyotes pretty well cleaned up and the government trappers get the old mean ones.

J. R. Ayers.

#### Dupont

There is plenty of feed here (April 25) and the spring range will be very good.

We have docked about a 70 per cent lamb crop; in 1932 we had 100 per cent. We suffered a 15 per cent death loss in ewes during the winter.

We aren't having any bother with coyotes.

W. H. Aldrich.

#### Oregon

Cold, inclement weather prevailed most of the month, the stormy, unfavorable conditions extending up to the 4th of May. Meadows and pastures are unusually backward and warm weather is greatly needed to force plant growth. Very little forage has been available thus far. Cattle have been thin, and sheep are also showing the effects of the feed shortage. A considerable amount of shearing has been done, but lambing has not progressed as favorably as usual, increases being rather small.

#### Dayville

Grant County had a long and rather hard winter. Most people fed their sheep 100 days or more, but hay was very plentiful and most people had enough of their own raising. Those who had to buy were able to get all they needed close to their range for \$5 and \$6 a ton. Because the sheep were well fed I believe the wool and lamb crops will be better than last year. Losses during the winter were very light.

April was very dry and the grass was short during lambing. We are having several days of rain now (May 1) and the grass ought to be very good in May. Good summer feed is also assured by the heavy snows in the mountains.

We have been without a government trapper during the winter and on that account coyotes have increased to quite an extent.

O. E. Cheldelin.

#### California

Dry warm weather prevailed during the first two weeks, with abnormally cold weather thereafter, being mostly with deficient moisture. Several showery days occurred during the last week of April, and some scattered but helpful rains occurred during the first few days of May. These have improved the pasture outlook appreciably in the places visited, but there is still a need for more moisture in places. Livestock are generally in satisfactory condition.

#### Rialto

The range grass is drying up fast (April 24) and there is not much of it. Summer pastures will be good. Lease rates on grazing lands have come down some, but not very much.

We estimate our winter death losses in ewes at about 7 per cent. Not so many ewes were lambed this season as last; we docked about 110 per cent of lambs this year as compared with 125 per cent last.

Coyotes do not trouble us, but dogs do. There have been more rabbits than in other years.

Floyd Arnett.

#### Emeryville

Feed conditions are poor here in northern California. Lambs are good so far (April 22), but the shipping season will be over earlier than usual with many feeder lambs to come later. Prices are the lowest since 1921.

Alden, Agnew & Slater.

#### Nevada

Unseasonably cold weather prevailed, temperatures falling exceptionally low late in the month and the first few days of May, greatly retarding the growth of vegetation. Precipitation has been light, local, and generally inadequate, presaging a dearth of forage unless much more moisture comes, and warm weather makes rapid appearance. Sheep are fair to poor or in places very poor, though losses have not been excessive as a rule. Other livestock are in fairly good shape. Lambing has progressed on ranches with conditions fairly satisfactory.

#### Utah

Temperatures averaged somewhat below normal, retarding the starting of forage and meadows generally, thus prolonging to a certain extent the feeding season. Moisture was insufficient in a few places, and it is insufficient for summer needs in greater areas, though copious precipitation during the closing week greatly improved the soil moisture

condition, especially over the northwestern portion of the state. Livestock are emerging from the winter in only fair shape, many poor animals being reported. Some moderate losses occurred as a result of inclement weather at shearing corrals and nearby ranges, but generally shearing was only delayed and little loss occurred. The warmth after the copious rain early in May will greatly improve ranges.

### Colorado

This was a cold, backward month, and vegetation has been appreciably retarded. There has also been a general dearth of moisture through the month, which was effectively relieved only by the storms of May 3rd and 4th, over the eastern slope country, and the previous few days' precipitation over the western slope. These storms hindered sheep shearing and lambing operations, and a few calf losses occurred over the southeastern portion. Generally, however, the condition of ranges and livestock is improving satisfactorily. Feeding was necessary until quite recently in the southeastern portion.

### New Mexico

Abnormally cold weather prevailed, with more wind than usual, and a general lack of precipitation. Consequently the season is considerably delayed, and there is a need for moisture in the soils of the greater part of the state. Livestock are reported poor to fair in northeastern counties, fair elsewhere, and making a slight improvement in southwestern counties. Range water is becoming low over the southeastern portion. A small loss of kids and calves occurred over the northwestern portion.

### Encino

Fair weather has prevailed recently, but feed conditions on the spring range are not good (April 22).

We are not through lambing yet, but have about the same number of ewes to lamb as in 1932. Our winter losses were about 10 per cent.

The Biological Survey poison campaign has kept the coyotes down and they have not been so bad as in other years.

C. Garde.

### Arizona

There was no rain until the last ten days when showery weather set in fairly generally, but omitting some sections. Snow fell over northern portions at the higher elevations, these stormy conditions extending to the 4th of May, leaving enough moisture for immediate needs. Temperatures have been unseasonably low throughout the month, however, and even where moisture is available, plant and grass growth have been abnormally slow. More moisture is necessary at most lower elevations for promoting forage growth. Livestock are fair to poor, a few losses occurring over northern portions late in the month.

### Mesa

Weather conditions have been very good here, but rains are needed on the desert (April 22). Unless it does rain soon, range feed will not be up to much.

Some sales of wool have been made at 10 cents. Machine shearers were paid at the rate of 8 cents per head, without board.

Our winter losses were around 5 per cent. More ewes were bred to lamb this season than last and our lambing percentages were about the same both years. W. A. D.

### Western Texas

Temperatures have been normal or slightly above, promoting rapid forage and grass growth where moisture has been ample; but many sections are falling short of moisture for the want of rains of sufficient frequency and amount. Much range is still dry, especially over the panhandle and southwestern sections. Nevertheless, feed has been sufficient as a rule, and livestock are doing fairly well, some being excellent, but all will soon be needing better grazing.

## Oregon Feed and Weather Conditions

WHILE adverse weather conditions of blizzard proportions in some sections of the state in late April brought severe losses to some wool growers in dead ewes, chilled after shearing, yet with strengthening of the wool market generally, considerable optimism prevailed. The cold weather accompanied by moisture may also bring its compensations later in the season.

In western Oregon feed became somewhat of a problem before spring grass came on due to the fact that the severe freeze of last winter injured much grass and retarded its starting. That a hay shortage will carry over into next winter in this area is apparent. Practically all fall seeded hay and grain crops winter killed with considerable damage to clover and in some areas to alfalfa.

In most eastern Oregon areas the hay supply was adequate to bring livestock through to grass. In Wallowa County, for instance, where considerable hay was shipped in last year, there is a surplus and hay is being baled and sold to western Oregon buyers at \$7.50 per ton, Wallowa points. There was some hay carryover in Baker County, a good carryover in Malheur, and also some in Klamath County. In Umatilla, Morrow, and central Oregon counties there was practically no hay when spring grass arrived.

W. L. Teutsch.

## Meeting the Problem of Substitution

STOCKGROWERS and agriculturists the world over are now realizing the economic necessity for collective endeavor in regard to production, distribution, and marketing, and I am sure it must give all those who have striven and fought for the principle of cooperation a sense of satisfaction.

Some effort should now be made to stem the tide of substitutions. See

all the trashy leather imitations that are foisted on the public, when hides hardly pay for the taking off and curing. If this manufacturing of substitutes goes on unchecked, what need will there be for the production of the real thing?

We can raise wool suitable to meet the requirements for light-weight material with a closer supervision of breeding, grading, scouring and dyeing. The Red Desert wools of Wyoming certainly took my eye when I saw them last year. And I must also say that the lambs we received from Utah and slaughtered at Los Angeles had some of the most beautiful fleeces I ever saw, in large numbers. They were a Corriedale type, of course, and the carcasses graded slightly higher in percentages of tops than many bunches of Shropshires and away ahead of any Hampshire or Hampshire crosses.

Walter Priddy.  
American Lake, Wash.

### Native Lamb Competition

RECENT observations made by western sheepmen to the effect that native lamb is giving them real competition raises a question that is just as much a matter of sociology and "bringing up" as it is a matter of routine production—in the East and in the West! There always is an old generation passing out and a new generation coming on; more depends upon the man than upon the sheep; more depends upon the tensile strength of moral fiber than upon the man's ability to tear up ground and harvest crops.

Personal ripsnorting is responsible for a lot of our present miseries. Much of the cussing that the native lamb received during the glorious years of bubble worship was due to the fact that many old sheepmen moved to Easy Street and the young fellows were so flourishing and semi-experienced that the product was bound to be on the sloppy order. Of course nobody knows yet how much downright business character we are going to be able to salvage

from the wreck and what kind of rigging the young generation will be presenting to the keen winds that have set in from the financial ice.

The men around here who have come out whole have preserved a fair-sized respect for past stability as opposed to hanging onto the giddy world by the tail. Men who jested in the balmy days regarding the tight ways they were taught in the jeans-pants years of boyhood are not jesting now and we don't know just how many of our boys are going to take enough after Grandad to have safe financial legs to walk on.

The rank and file of sheepmen in the East have learned a few things about wool the past few years so that product is not as slouchy as it used to be. The parasite bugaboo of 30 years ago has been crowded off the middle of the stage and the average lamb has a fairly good chance of seeing what a big city looks like before he dies. It is barely possible that sheep may stage more of a comeback in the East than former prophets have declared.

The way it looks, whether East or West, a man who swaggers too wide in a financial way is liable to catch a stray toe on obstacles outside his way. We don't know yet to what extent the younger generation can be debunked financially and made sheepworthy.

Radnor, Ohio. George Barley.

### An Improvement in Combs for Protective Shearing

OUR attention has been called to the results that have been obtained the last two shearing seasons by the use of a thicker comb for protective shearing (advertised elsewhere in this issue of the paper). The comb has been used this season in April at quite a number of large plants in Utah; namely, Jericho, Garrison, La Sal, Watson and Bonanza; and in Colorado, at Lay, Elk Springs, Rangely, Massadona and Fruita, where altogether many hundreds of thousands of sheep have been sheared with it this spring.

J. B. Long and Company and other Montana sheepmen have also used this comb for the last two years.

The makers claim that it is almost impossible for the sheep to be cut with this comb and that it also leaves a nice protection on the sheep for shearing in exposed areas. The shearers are not offering the objections to shearing with this comb as compared to former models which have given so much difficulty in the past when protective combs have been tried.

### A SOLILOQUY

By an Unidentified Railroad Man  
(Unearthed by A. J. Knollin and believed to have  
been uttered in 1910)  
You will find a lot of gourches wherever you may  
go;  
From way up North o' 53, clear South to Mexico.  
You will find him on the West Coast and on the  
Eastern shore;  
From the town of San Francisco to the burg of  
Baltimore.  
They're on the streets of Boston and in the woods  
of Maine;  
In the Everglades o' Florida and on the Texas plain.  
And there's some a fellow'll pity and some a  
fellow'll scorn,  
And some you hope to meet no more till after  
Judgment Morn.

But of all this bunch o' gourches there's one that  
can't be beat,  
And he's the guy that travels with the bloomin'  
blattin' sheep.  
He starts growlin' in the mornin' and he's at it  
still at night:  
There ain't a thing that suits him; there ain't a  
thing that's right.  
He growls about the railroad and about the run  
he got,  
And every blamed yardmaster should be either  
hung or shot.  
And we listen meek and peaceful to what this  
shipper has to tell;  
And then he'll change his story and give the  
stock yards Hell.

He'll growl about the water and he'll growl about  
the feed—  
(I'd rather listen to a rattlesnake or play with a  
centipede)  
If the hay's this year's first cuttin' he'll swear it's  
four years old,  
And his sheep won't even smell it, 'cause it's start-  
ed in to mold.  
To hear this shipper tell it—(you can hear him for  
a mile)  
You'd think his sheep had been fed on shamrocks  
direct from Erin's Isle,  
And when he growls because his sheep won't drink  
(there ain't no one to blame)  
You'd think his woolies quenched their thirst on  
ten year old champagne.

Now I don't know where I'm bound for when I  
leave this world behind  
And I'm going to spend the rest o' my life a try-  
ing hard to find  
Just where a shipper goes to when he turns up his  
toes,  
And leaves his earthly troubles and his sorrows and  
his woes;  
If I find he's bound for Heaven—it'll sure be  
tough but—well,  
I'll spend the rest o' my days on earth a  
pavin' my way to Hell.

## Wool Market Observations

By DEAN J. A. HILL

*University of Wyoming, Laramie, Wyoming*



DEAN J. A. HILL

THE boom in wool prices which has swept the range states makes the mildly optimistic article which I wrote last month, stating the possibility of price increases, seem weak and pale. However, in these times of new and startling economic experiments anything written about the price of wool or any other basic commodity is likely to be sadly out-of-date before it can be printed and distributed in a magazine of national circulation, such as the National Wool Grower.

Given courage by the various government measures to secure orderly marketing, and aided by the eagerness of the wool dealers to secure large tonnages, the growers of the West have boosted their asking prices and in many cases have been surprised to find them met and the wool sold. It is not easy to make comparisons on prices on the wool contracted or sold at the shearing pens. Nevertheless, when shearing started in Arizona in February some original bag wool was bought at a cost estimated to be around 32 cents clean basis landed in Boston. Eastern market writers are estimating that purchases recently made will make wool of this general type cost 50 cents or even more in Boston, an increase of 5 or 6 cents on the grease basis.

In southern Wyoming beginning the middle of March a little light-shrinking wool was picked up at 9½ to 12 cents. At the end of April 16 cents had been paid for a good clip in the same region. In the interval considerable wool in Wyoming changed hands, first at 12 cents for ordinary clips, and then up to 14 and 15 cents for good wool in the regions of light shrinkage. Similar advances took place in other parts of the West, the prices depending on shrinkages and length.

At the time this was written 17½ cents had been reported from Texas and 19½ from Belle Fourche, South Dakota. However, in these boom times the highest price of one week may become an average of the next. It seems certain that many of the clips which were sold at home last summer could today be sold for twice as much. Even the farmers of the Middle West are receiving higher prices by at least one cent than they did at the beginning of their shearing season. Last year it was the low-priced wool from this region, often peddled by the country dealers direct to the mills, that helped to bring on the price slump that was not stopped until late in July.

The statement that, up to the limit set by the cost of importing foreign wool, growers themselves

make the prices has certainly been true this year. The quotations on the small amount of wool still in Boston have only been advanced after the prices paid in the West had led the way. The dealers advanced their asking prices after they found them below what the new clip is costing.

It is expected that the boom will be ascribed to the magic of inflation, or rather the announcement of the administration that the gold standard had been abandoned, the currency will be expanded, and that inflation will be brought about even if the gold in the dollar has to be diminished. Regardless of what inflation may do to prices in the future, it was the growers themselves who first put up the price.

Of course, the currency program of the administration came along after things were already well started, and helped out by encouraging speculative buying by those who could see that commodities were better than bank balances. So far, most of the speculative wool buying has been done by the mills which see that prices will likely get higher rather than lower and are doing what they can in a quiet way to supply their needs for many months ahead.

Except for the comparative few

who have already sold their wool, the flockmasters are interested in what inflation is going to do in the future rather than how much of what has happened so far can be credited to it. This is especially true of those who plan to sell their wool at home. The ones I have interviewed are puzzled to know what price to ask. They have already seen prices which were beyond their hopes a few months ago seem low now. But there still lingers the fear, bred through years of falling prices, of overstaying the market.

With the inflation bill assured of passage, the future price level lies in the control of the President in a way that it never has before in the history of the United States, and I do not pretend to know what is in the President's mind. However, it is my belief that if inflation "takes hold," as the President seems to intend it shall, the highest prices for wool reported so far will look low six months from now. This should lend assurance to those patrons of the cooperatives who intend to continue their policy of having their wool sold by experts as the mills need it. This appears to be one year when they can't lose. The same is true of those who have loans from the Regional Agricultural Credit Corporations and are committed to a policy of consignment, whether they believe in it or not. If I were one of the latter I should consign my wool through a cooperative, an organization which has always been working for the grower alone and will return to him the remainder above the cost of selling, or to houses that have been doing a consignment business and do not deal in wools on their own account.

How shall those who own "free" wool and still insist on staying out of the cooperatives price their wool? Perhaps a good deal depends on their staying power and especially on their financial backers if they are much in debt. With the shearing season scarcely begun in Wyoming, I already know of offers for wool being accepted upon the advice of timid bankers which the events have

clearly shown were far too low. Unless this last move for controlled inflation falls flat, as did several mild attempts under the Hoover administration, then holding wool until after shearing and perhaps until September or October seems to be a safe bet.

Those who want to speculate in wool, at least to the extent of selling their own clips at or near the top price of the coming year, will have one thing to remember and two directions to watch. They must remember that prices get too high, even in time of inflation, and sometimes fall far, and over considerable periods. It is possible that if speculators run wild this summer and fall, wool will suffer a setback in December and January when the heavy marketing from the Southern Hemisphere is on. To get the most out of wool in these uncertain times more than blind holding is necessary, especially if each year's clip has to be marketed before the next is sheared. It is possible to overstay the market, even in an inflation.

It is necessary, first, to watch the foreign market and the price of British exchange, which together will determine the cost of a practically unlimited supply of foreign wool in American dollars. Short of an embargo or arbitrary increase in the tariff, the upper limit of the price level for wool in the United States will be the cost of getting it from London or Australia plus the duty of 34 cents a pound on the clean content. No hokus pokus will keep wool above that level for long.

Second, it is necessary to watch the retail buying and the prospects for retail buying in the United States. The foreign market sets the upper limit, but unless the goods that are going to be manufactured at high prices are taken off the shelves, the channels of distribution will back up and wool prices can still fall so low that the duty is only partially effective, or even non-effective, as has been the case over considerable periods since 1928. It is likely that any marked improvement in retail buying will wait on

general agricultural improvement with better feeling among the farmers, and more on the improvement of the situation with respect to wages and employment. The wage earner or his wife is not going to buy a suit or a blanket this year just because it will be higher next year if he is still uncertain about his wages and even his job.

Deflation is not really over until the last general wage cut has been made and the last general lay off has taken place. This includes wage cuts and general discharge of employees by the federal, state, and municipal governments on the grounds of economy. When the unemployed begin to go back to work by the millions and wage increases are noted in many places, then the inflation will be here.

In order to show the fluctuation of Boston quotations in terms of prices on the ranch, I have an index based on the average price on the ranch of the five principal grades of Wyoming wool as computed from the quotations in the Commercial Bulletin of Boston, after allowing 5 cents a pound for freight and selling costs. While this index cannot be applied directly in other states when the shrinkage and the proportion of the grades are different, I believe it is more useful to western flockmasters than an index on the clean basis, or even on the grease basis, in Boston. Of course, as was said at the first of this article, prices in the West right now appear to be above a parity with those in Boston. The following shows the present price index with some of the high and low points of the past few years:

Average of 5 principal grades	13.2c
Same last month	10.6c
Same one year ago	10.8c
Same when decline started, May-June, 1928	38.4c
High for 1932, January, March	14.7c
Low point, July	7.4c
Fall peak for 1932, September	12.2c

# Colorado Rubber Weed, A Plant Poisonous to Sheep

By A. B. CLAWSON

*Physiologist, Pathological Division, Bureau of Animal Industry,  
U. S. Department of Agriculture*

TWO closely related plants found growing in the western part of the United States are among those that are the most destructive to sheep. One of these, the so-called "bitterweed" of the Southwest, or as the Department of Agriculture



An average sized Colorado rubber weed plant in full bloom.

prefers to call it "bitter rubber weed," in the last few years has attracted considerable attention. This plant is known to botanists as *Actinea odorata* (National Wool Grower, July, 1932, p. 28). The other one, known commonly as Colorado rubber weed or pingue, and to the botanists as *Actinea richardsoni*, is found growing in parts of Colorado, Utah, Arizona and New Mexico. It has been considered harmful to sheep for at least thirty years.

Just when sheepmen began to suspect the Colorado rubber weed of causing trouble among their sheep is not known. The first published statement regarding its injurious qualities appears to have been made in 1904, or shortly after it was shown by chemical analysis to contain rubber. The earlier statements

associated the injurious effects with the presence of rubber, and stated that they were probably mechanical. Some interesting, if fanciful stories, have been related, based on the idea that when the plant was eaten by the sheep the rubber was extracted in their stomachs and formed masses which caused obstructions in the digestive tract. This idea appears to have been accepted by many people and, to an extent, still persists. The statement has been published, also, that the plants probably contain no poisonous substance, a statement that is obviously incorrect. It is true, however, that the poisonous substance never has been definitely determined.

That impaction or intestinal obstruction rarely, if ever, has anything to do with the cases of illness of sheep that graze on this weed, but that the effects are those of a plant poison, appears to be strongly indicated if not definitely demonstrated by the many experimental feedings that have been made with the plant during the past twenty years. This is further indicated by the results of experimental work with the related plant, bitter rubber weed. The effects produced on sheep by these two plants are the same.

In the experimental work with the Colorado rubber weed, plants obtained from a number of places have been fed to sheep in different quantities and in a variety of ways. In addition, plants have been extracted with hot water and the extract given to sheep. The effects of these feedings have been fairly uniform, such differences as occurred obviously being due to the quantity of the plant that was fed in a given length of time and not to

the methods of feeding. When animals were fed sufficient quantities in a single day acute illness resulted. The quantity required to produce such effects varied from 1 per cent to 1.6 per cent of the animal's weight of green plant, or its equiva-



Small Colorado rubber weed plants showing the form of the leaves and the root system. The root lives over winter and sends up new leaves and flower stalks each year.

lent of dry plant. One sheep died after being fed 1.1 per cent of its own weight of green leaves and stems.

When the plants were fed in smaller doses and the feedings repeated daily for some time, cases of illness were produced which developed more slowly and were more or less chronic in character. The time required to produce such symptoms varied from 5 to 30 days, and the time to cause fatal illness varied from 23 to 77 days, depending on the quantity of the plant fed each day. One sheep became sick in 12 days, after consuming a daily quantity equal to 0.125 per cent of its own weight of green plant. As the animal weighed 83 pounds, it

was actually given only approximately 1.3 ounces per day. Other animals were able to consume as much as .3 per cent daily for 31 days, and .6 per cent for 11 days, before showing signs of illness. Evidently there was considerable variation, either in the resistance of the sheep or in the toxicity of the different lots of plants used.

A few cases of poisoning on the range have occurred when sheep, after being confined in corrals until they were very hungry, have been turned into areas where the rubber weed was abundant. Most of the cases of illness, however, appear to have been due to the animals eating relatively small quantities at frequent intervals and for several days.

When fed in corrals, only rarely is a sheep found that will eat the Colorado rubber weed unless it is very hungry, and then only very sparingly. Often they will starve rather than touch it. Apparently the same is true on the range, only

to a somewhat less extent. Obviously the plant is much disliked and, therefore, eaten only under starvation conditions or when for some reason the sheep have, so-called, depraved appetites.

Many sheep are evidently poisoned in the spring and early summer when, after being on dry, coarse feed over winter, they are turned into pastures or on the range when the Colorado rubber weed is almost the only plant that has started to grow. Under these conditions, the sheep will eat whatever green vegetation they can find and many of them will be poisoned. Owners have reported losses of from 5 to 40 per cent of their sheep in one year. One man is said to have had 800 sheep die at one time. Because the quantity an animal must eat daily to be eventually poisoned is small, many cases may develop before the herder is aware of the cause of the trouble.

men and women which resents lowering of qualities. They lovingly fondle the finished product and proudly talk about the feel of the goods, the color or the finish. All this has taken weeks and months. They hate debasement of quality.

It is second nature with the manufacturer of reputation to make only quality. Your reputations have been built on distribution of quality.

Are the goods then distributed and merchandised because of all this, or do we hear "It is fine stuff but you see what we must have is something at such and such a price?"

We have endeavored to meet the price demand with quality, but I am afraid that quality today means the best possible product you can give within a given price, whereas quality in the past was based on the best possible goods that could be produced, irrespective of price.

I often wonder if much retail promotional and merchandising procedure is deferring the fondly desired revival. I am thinking of the millions of dollars being spent to advertise "bargains," while so little is expended upon creating a consciousness of quality and of true value. A glance at the retail store publicity in the newspapers of any city on any day will illustrate precisely what I mean. We read of garments "worth \$79.50 and up" but offered at the modest quotation of \$49.50. What is the inevitable consumer reaction to any announcement of this kind? The answer seems obvious. The woman is led to believe that a \$79.50 coat is not worth \$79.50 at all—that it is worth only \$49.50 and, if she has become wise and waits a week or two, it will be available to her for \$39.50, and perhaps by exercising further patience, it will be thrust upon her in seventy-two point type and lots of white space, at \$29.50.

I contend that the garment manufacturer and the woolen mill and the wool dealer and the sheep raiser have a right to question the justice and soundness of publicity of this kind. The prices cited in the advertisements of a retail store have just as much influence in establishing the value level of the merchandise mentioned as the stock exchange quotations have in identifying the worth of the listed securities.

The soundness of Colonel Johnson's interpretation of the results of present price-cutting methods to make sales and the lowering of quality to make such reductions possible is apparent, and the correction of such practices also has the appearance of being one of the things necessary to bring about better conditions in the wool industry. Perhaps retailers recognize this, but lack the knowledge of how to change, or the courage to make the attempt. Eventually, however, the correction will be made.

## Quality and Low Prices

**C**OLONL Charles F. H. Johnson of Passaic, New Jersey, who addressed the National Wool Growers Association by radio in January, 1932, delivered an important address recently before the National Retail Dry Goods Association.

The retail representatives were in session at the Pennsylvania Hotel in New York and requested Colonel Johnson, who is recognized as being a progressive in merchandising affairs as well as in manufacturing, to discuss problems of distributing fabrics.

Colonel Johnson devoted himself mostly to a discussion of the price-cutting policy which has been prevalent in the textile world for some years. This policy has been regarded as responsible for building fabrics "down to a price" instead of "up to a standard." It has resulted from the desire of department and other stores to feature cheap clothing. Garment makers when compelled to produce low-priced stuff have exercised a whip hand over manufac-

turers by demanding low-priced cloth even at the sacrifice of quality. A concerted effort is being made to reverse this tendency. In the course of his address on this topic, Colonel Johnson said:

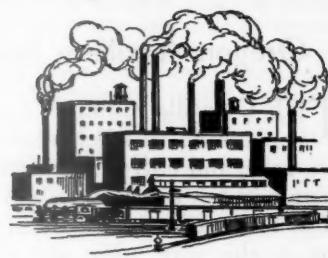
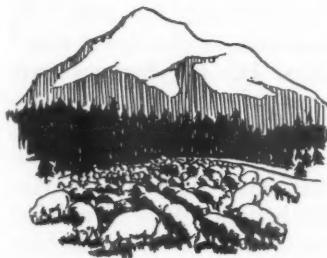
Somewhere out on the wide stretches of our Northwest there are thousands of sheep huddled in flocks of about 1500 each. Carefully watched through the winter's snows by a sheepman and some dogs, they suffer privation through the dreary winter. In the spring the sheep are shorn. Care through years of breeding has improved the quality of the wool. The wool reaches the mill. It is the product of life. It is carefully washed, combed, and spun. Workmen with years of experience handle it as carefully as you would a child. They try to retain all the value of the life in that wool.

The yarn comes to the looms. Weavers with all the dexterity and pride of their art, watch the ribbons of grey cloth gradually ooze out of the loom.

They all have a pride of performance, a love for their particular jobs which outside is difficult to understand. On through intricate dyeing and finishing processes goes the cloth; each process carefully watched over and guarded not only by operatives but by foremen and mill executives. There is a pride of quality inborn in each of those

# The National Wool Marketing Corporation

## News Bulletin



GROWER OWNED AND OPERATED

**S**TOCKS of old wool are now (May 6, 1933) so low in this market that volume sales cannot be made until the new clip begins to arrive. Only odds and ends remain. Deliveries of wool previously sold are occupying the attention of the wool trade at present. In the meantime, prices have moved steadily upward and the end is not in sight. Conservative members of the trade, who a few weeks ago were skeptical about the future, can now see a "25-cent Boston market" in the near future. The more optimistic in the trade are looking forward to a still higher market, especially for wool of quality. It is anyone's guess; no one can at this moment, with any degree of accuracy, limit the extent of the market advance. It is, however, conceivable that today's prices may, under our rapidly changing world conditions, seem low a few months hence.

### The Primary Markets

**T**HE scramble to buy "free" wool is increasing in every producing section of the country. Twenty-one cents was paid in Texas this week; 70 thousand fleeces at Price, Utah, brought from 19 to 20½ cents; Washington wool from 17 to 18 cents, at which latter figure some offers have been refused; 21½ cents has been paid at Belle Fourche, South Dakota; 20½ cents was paid by a Boston house for 25 thousand fleeces in the Triangle district of Idaho; 17¾ and 18 cents have been paid in a certain district of Wyoming where the wool is known to be of greater-than-normal shrink this season; this is true also for certain sections of Utah and Nevada. It follows that 20 cents is no longer an outstanding price for quality wool.

### Inflation

**I**T is true that President Roosevelt has been granted greater power than was ever before accorded any man in similar position. King Solomon in all his glory, Adolf Hitler, or even Mussolini himself, were never so richly adorned. But while the power has been conferred it has not yet been used other than in cases of the most urgent need. Consequently, inflation has not "taken," except to some extent in speculative demand. When speculative demand is augmented by consumptive demand, price appreciation will follow.

The recent rise in prices in wool-producing sections is the natural result of (1) the announcement of the Farm Credit Administration that facilities would be made available for the orderly marketing of the season's clip; (2) the great scramble among dealers to secure their portion of "free" wool, which followed this announcement; (3) the very strong statistical position of wool, and (4) the tremendous reservoir of deferred consumer buying. If it is true, as currently reported, that the aim of the administration is to restore commodity values to their 1926 levels, we still have a considerable distance to go. In the meantime, growers who feel an urge to sell at the higher prices now being offered should remember that foreign markets are moving upward in harmony with our own. Australian 64s, comparable to Montana and similar Territory fine and fine medium original-bag wools, sold in the London market this week at 36 cents clean, which with the addition of 34 cents duty would bring the price of this wool to 70 cents in the United States. They should remember too, that the cheaper dollar will make it more difficult to import wool, except at higher prices in terms of the American dollar.

The National does not claim infallibility. It compliments the growers who have supported the market by holding their clips for reasonable values. It does not criticize growers who, for one reason or another, may have accepted less than values. It has tried to serve the industry by calling attention to the strong factors which in its judgment must eventually force prices to higher levels.

The situation confronting the American wool-growing industry today cannot be compared with any past experience, for the reason that all civilized nations are now working together in efforts to advance commodity values throughout the whole world. The problems involved are difficult, but where there is a will there is a way. The National confidently believes that the American wool grower will more fully appreciate the value of business organization within his industry when the events of the past two years can be viewed in retrospect.

# With the Women's Auxiliaries

## Oregon Auxiliary Items

THE Umatilla County Auxiliary is planning to sell lamb-burgers, pie, cake, and coffee at a Pilot Rock Community picnic in May. We hope to increase our financial standing in this way. We also recently had a food demonstrator cook and serve lamb on one day of her school, which was open to the public. The work was beautifully done and aroused much interest.

\* \* \*

A recent monthly meeting of the Grant County Auxiliary, held at the home of Mrs. Herman Oliver in John Day, featured contests in naming lamb cuts and answering questions pertaining to the sheep industry. Some of the questions asked were:

Is a black sheep a freak or a breed?

What percentage of meat consumed in the United States is lamb or mutton?

How many breeds of sheep are there? Name them.

At what age are lambs generally sold?

What is the average weight of coarse lambs at five months? Of fine lambs at five months?

How many grades of wool are there?

What are the two general classifications of wool?

Which produce the heaviest fleece, coarse or fine?

A talk on wool and its uses was given by Mrs. Henry Gregg of Mt. Vernon, and at the luncheon a new lamb dish, known as Lamb Breakfast, was served.

About 23 members were in attendance at the meeting, which was presided over by President Mrs. Geo. Fell.

Mrs. Mac Hoke.

\* \* \*

The Gilliam County Auxiliary held its first meeting of this year on March 10 in Condon. The new officers elected were: Bess Huddleston, president; Mrs. Phil Newman, vice president, and Mrs. Elmer Knighten, secretary-treasurer.

\*Watch next month's page for the answers.

The attendance was not large, owing to the distance so many have to travel. It is difficult to get the work started again. However, there's a willingness and an effort will be made to meet regularly and form a knitting and crocheting club. One of our objects will be to have people use more yarn by the making of sweaters, afghans, pillows, etc. We are also going to do all we can to discourage the use of the English and German yarns and try and find a substitute for these beautiful yarns for dresses. While attending the convention in Portland, I found many friends using a German moth-proof yarn and also an English heather (two tone) for suits and dresses. Those that are in a position to do so, should investigate and find if there is not a yarn of American make to replace these yarns.

The retiring officers who guided this chapter of the Oregon Auxiliary through its first year included: Mrs. John Carrico, president; Mrs. C. K. Barker, vice president, and Mrs. Phil Newman, secretary-treasurer. Mrs. Carrico gave a great deal of time and care toward making the auxiliary a success in spite of the fact that it has been such a very trying time to sell, demonstrate, or get cooperation—and we hope we'll be able to do as well this year.

Miss B. Huddleston.

## Utah Auxiliary to Raise Funds at a Luncheon

A bridge-luncheon will be given at the Ladies Literary Club, Salt Lake City, on May 20, by the Utah Auxiliary for the purpose of raising money for auxiliary work. Mrs. Hyrum Erickson is chairman of the entertainment committee of the Utah Auxiliary. For this event Mrs. David Smith will handle the general arrangements; Mrs. Jas. A. Hooper

will be chairman of the ticket committee; Mrs. H. H. Stevens will have charge of the refreshments. Other members of the committees are: Mrs. O. R. Ivory, Mrs. J. H. Manderfield, Mrs. M. A. Smith, Mrs. Ralph Pitchforth, Mrs. Wm. Oswald, Mrs. O. R. Dibblee, and Mrs. J. R. Eliason.

## Cedar City (Utah) Chapter Reports Activity

THE Cedar City Chapter of the Utah Auxiliary was organized in February of this year. In that month our meetings were used to appoint committees and outline programs and projects.

In March we had an exceptionally good talk from the manager of "The Style Shop" of this city on woolens. We also had a public meeting in that month at which the salesman of the Utah Woolen Mills told us something more about wool and displayed his goods, using live models for his dresses and suits. In April one of our members gave an interesting paper on "The Woolen Dress for Spring."

Our project for the summer is being planned with the idea of having a fine display in "The Wool Booth" for our county fair in September. Toward this end, we plan to demonstrate in our May session some of the ways of knitting and crocheting woolens and to induce all we can to start work on an article to be exhibited at the fair. Then during June, July, and August, our gatherings will be in the form of "Kensingtons" or work meetings.

Our chief difficulty here is that we have so many clubs and organizations that our members can hardly find time to keep up with this new wool growers' auxiliary.

Mrs. William L. Jones, President.

## Distributing Lamb at the Eastern Markets

If a sheepman's troubles ended with the production of a good lamb crop, he might be able to partake of some of that spirit of peace and contentment that a pastoral life is supposed to offer. But having raised the lambs, he must concern himself with their marketing, and the present acute conditions have given that concern large dimensions.

Through the courtesy of Swift and Company last fall a number of western sheepmen viewed lamb marketing problems from the packer angle, and some of them told of this trip at the wool growers' convention in Portland last December (briefly reviewed December Wool Grower, page 14). More recently Mr. V. O. McWhorter, vice president of the Washington Wool Growers Association, gave his interpretation of things seen on the Swift trip to the Washington sheepmen in their annual convention, and because of the importance of this question, parts of his report are being printed, as well as excerpts from the report made by Mr. H. W. Farr, president of the Colorado-Nebraska Lamb Feeders Association, to the National Wool Growers Association.

As a dressed product lamb must be sold within ten days after the live animals are killed to meet the requirements of the American appetite for fresh meat. "Freezing of dressed meat for the American trade is not a profitable business." On this point Mr. Farr's report states:

Less than one-half of one per cent of both beef and lamb consumed each day in the United States is frozen meat. People have an idea when prices are low the packers fill up their coolers with cheap lamb and cheap beef. This is not so. The American public wants and demands fresh meat, and the packers sell out every Friday night all their holdings, regardless of cost.

When freezing becomes necessary, due to a glutted market, the product is mainly sold to ocean-bound vessels or government institutions.

To meet the ten-day limit for selling lamb, the midwestern packing houses clear their coolers of dressed

lamb within 24 to 48 hours to allow sufficient time for its transportation and sale at eastern points.

Swift and Company distribute their dressed lamb in three ways: (1) Through station orders, filled directly from the coolers where the lambs are slaughtered, not of great volume except in the eastern killing plants; (2) through the car route service which supplies small towns along a railroad route or that can be reached by trucks; (3) through branch house service by which the main part of the product is sold.

Selling operations in these branch houses are described by Mr. McWhorter as follows:

The importance of distribution through these houses is better understood when the possibilities for sales in a densely populated area are considered. For example, twelve million people, or one-tenth of the population of the United States live within a radius of 30 miles in Metropolitan New York. The people within this area consume 35 per cent of all the lamb produced in the United States and all grades of lamb are required to meet this demand.

Branch house managers advise packing houses of their requirements and to each house is sent the grade of lamb that market demands. Some markets use only good and choice grades while other markets require the medium and common grades. The fact is significant that there does exist on these markets a demand for all the different grades of lamb. It is just as difficult to sell a good or choice grade on a market that demands a medium or common grade as it is difficult to sell the medium and common grades on a market that requires the good and choice grades. This fact explains why packers buy and kill the unfinished lambs that go to market. There is a healthy demand in their trade for this product and this demand is just as exacting as the demand for finished lambs.

Dressed lamb is displayed in coolers of the branch houses and offered publicly for sale to all jobbers and retailers. To these coolers come buyers from all walks of life. When markets are dull these buyers become "shoppers" and only make their purchases at lowest possible prices. When the market is strong, the seller is quick to raise the price to the highest level the market will stand. Sellers at the different stations are graded for salesmanship each week and take rank according to the price received for the meat sold for that period. Personal advancement is dependent on salesmanship, and competition to maintain high price

levels is keen between the different branch house salesmen and managers.

No arbitrary price is set and held by the salesman for the different grades of dressed lamb. Through sign and word he disposes of his lamb on the market he has. This is done by direct selling to customers who come to the coolers, by phone orders and solicitations, and by personal canvas by salesmen of customers in a given area. Carcasses are sold by the carload, by hundreds, fifties, tens, singly or in part. Be it fore-quarter, hindquarter, shoulder, leg loin or back, the customer is supplied if he can be brought within the price range held by the seller. Because his product is perishable, the branch house manager disposes of his product each week and does not carry his meat beyond the allotted time for sale. The hooks are kept clear for the constantly arriving new supply of dressed meat from the packing house coolers.

Supply, of course, is the big determining factor in the price of dressed lamb, but the market is also affected adversely by other things, namely, competition from other meats when they are lower in price than lamb and from poultry during the holiday season; curtailment of use of meat by religious holidays; and periods of excessive heat or storm.

How these influences work is shown in Mr. Farr's story of Monday morning (October 17) in the office of Mr. Paul Smith, head buyer for Swift and Company, at Chicago:

While in his office, we saw the wires indicating that receipts on the various markets totaled 158,500 head for that Monday morning. Out of this there were about 100,000 head of killing lambs. The week previous the kill had been 20,000 heavier and the cost 35 cents per hundred more, and as there was a Jewish holiday on the following Friday, October 21, it looked hard for them to dispose of the enormous quantity of meat. Cattle receipts were also about 20,000 head larger than the week previous.

Therefore, Mr. Smith predicted lower prices, and of course started out to buy 50 cents per hundred lower on a dressed basis, which would mean about 25 cents per hundred less alive. Later on in the week when we were down east and saw the bad market, we realized that Mr. Smith was right in buying these lambs at 50 cents lower.

About one-fourth of the dressed lamb sold at the eastern market finds its outlet through the chain stores.

The A. & P. Stores in New York sell about 7500 lambs per week. They have 800 meat markets in their 2600 stores, and at sale times when they push lamb they will

sell as high as 11,000 carcasses per week, plus 20,000 pairs of legs. The First National Stores of Boston have about the same number of stores, viz., 2500 and 800 of their stores sell meat. Their consumption is about 7000 lambs per week and about 1000 cattle per week. We went through the First National distributing headquarters in Boston. They have about twenty men cutting meat. They load 125 trucks per night and deliver meat four times a week, whereas they only deliver groceries once a week. (From Mr. Farr's report.)

#### Shipment of Live Lambs for Eastern Slaughter

Due to shrinkage, there is an economic loss involved in shipping live lambs from Chicago to New York, but such loss is justified in the McWhorter report by these facts:

The "Kosher" trade (the principal outlet for lamb killed at eastern points) pays from two to four cents per pound higher for the front quarters of the "Kosher" killed lamb than is obtained for the entire carcass otherwise sold. This additional price above the regular market, coupled with the fact that the "Kosher" trade takes only the front quarter of the lamb leaving the more valuable hindquarter for the regular trade, more than offsets the additional costs incurred through lower dressing percentages of eastern order shipments. Western lamb producers should have this fact in mind when considering reported dressing percentages of their lambs shipped east for slaughter, and remember that the lower dressing percentages incurred through such shipments are justified by the higher dressed price received from the "Kosher" trade.

Mr. McWhorter gives the amount of shrinkage on one lot of lambs shipped from Chicago to New York as follows:

Four hundred eighty-two lambs weighed an average of 81.4 pounds when purchased in Chicago. These lambs weight 74.9 pounds when weighed at New York. Part of this shrinkage was due to difference in fill when weighed at Chicago as compared to the fill when weighed at New York, but to those who saw these lambs both at Chicago and at New York the loss in condition due to shrinkage of flesh was quite noticeable. This lot of lambs dressed out 46.7 per cent in New York, based upon the Chicago buying weight, which weight is used by packers in figuring the dressed cost of such shipments. Three hundred sixty-four lambs from the same lot killed in Chicago dressed out 49.4 per cent.

These two lots of lambs each cost \$5.50 per hundred, live weight, in Chicago. Based upon this same actual buying price for the two lots, those killed in New York cost dressed 64 cents more per hundredweight than the dressed cost of those killed in

Chicago. This cost difference was due entirely to the loss in flesh while in transit from Chicago to New York.

The freight charges on live lamb shipments are also greater, when figured on dressed weights, than those on the dressed product, but such difference is offset, wholly or in part, by the pelt and by-products received in New York from the live shipment.

#### Big Meat Campaign in Rochester, N. Y.

THE National Live Stock and Meat Board trained all its big publicity guns at Rochester, New York, during the week of April 3 to 8, when a meat cooking school and a series of cutting demonstrations were features of a big electrical refrigeration exhibit sponsored by the Rochester Electric League and the Rochester Journal. Beef, pork, and lamb were demonstrated.

For 10 days in advance of the school of meat cookery, advertisements and news articles were run in the Journal, each of them featuring the school and information about meat. Hundreds of posters and window display cards were placed in the windows of Rochester stores and meat markets. The Rochester Electric League had 300 reprints made of the full page advertisements which featured the school in letters one inch high, and had them placed in windows and in public places throughout the city. Every street car in Rochester had prominently displayed a street car card advertising the school of meat cookery, and one of the Main Street windows of the utility company of Rochester featured a beautiful modernistic display of the equipment of the school with the electric refrigeration show.

Sessions of the meat school were conducted each afternoon from 2 to 4 o'clock, Monday through Saturday, and hundreds of Rochester housewives were instructed in the new methods of cooking meat, and the health value of meat in the balanced diet. Each evening of the six days, a meat cutting demonstra-

tion was held in the auditorium before housewives and business men of Rochester.

Meat cutting demonstrations were held before assembly periods of Rochester high schools, special sessions were conducted for home bureau groups, women's clubs, home economists, etc.

The cooking school lecturer of the National Live Stock and Meat Board was guest of honor at social occasions for home economists and other women interested in cookery, and numerous pictures and news publicity about these events were printed in the newspaper.

In order to keep alive all of the interest in meat promoted through this splendid week's campaign, a program of cooperative advertising by local meat retailers is to be conducted in Rochester during the next year. The Rochester Journal has sold nearly 50 Rochester meat dealers a campaign of cooperative advertising, using material about the food value of meat and its place in the balanced diet, which is provided by the National Live Stock and Meat Board.

#### Death of Noted Scottish Breeder

MR. THOMAS A. BUTTAR, well known in this country as a breeder of Shropshire sheep and livestock judge, died at his home in Corston, Coupar Angus, Scotland, last February.

The standing of Mr. Buttar as a Shropshire breeder in England was unexcelled; tangible evidence of his rank being indicated by the outright winning of the Lieutenant Colonel Aitken cup in 1929 for the best Shropshire flock in that country. Appreciation of his ability as a breeder was not confined, however, to his native land. His export business, particularly to Canada, grew to such proportions that he had to discontinue the annual sale formerly held at his Corston farm.

Mr. Buttar also bred Angus cattle and likewise built up an international reputation as a livestock judge.

# The Lamb Market in April

## Chicago

**I**N lamb trade circles conservative optimism prevails regarding live mutton prices at least until July. Dressed product is clearing regularly and without marked sales resistance, feed lots have been cleaned up to a point where excess supplies from that quarter are impossible, and elsewhere than Tennessee and Kentucky the spring lamb crop is short. All the handwriting on the wall points to a light May run from every known supply source with an excellent prospect that June will not find the markets burdened.

April trade was fairly satisfactory, although many lambs laid in at the high point of the 1932 season did not pay out, a sharp advance in feed cost prompting feeders to avoid risk incidental to putting on a high finish. Fluctuations of 15 to 25 cents weekly have been the rule, recovery being prompt. Frequently killers are forced to buy for numbers, indicating that carcass trade is active. Compared with the hog market performance, that of lamb is highly creditable; probably if hogs could be advanced to a \$5@5.50 basis, or a parity with cattle and lambs, other meats, especially lamb would show technical improvement in the trading process.

Colorado will clean up by the middle of May; California new crop lambs will not cut a seasonal figure in meat production; Tennessee and Kentucky will send about the usual number to the Atlantic seaboard, but few to Chicago; Missouri is short and the so-called native lamb crop in the corn belt states is both backward and deficient. Conjecture as to what Texas has concealed in its capacious sleeve is futile, but from that breeding ground will come a generous supply of lamb and yearling product that has a definite place in what is known as "cheap" trade. Arizona's contribution had dwindled at mid-May and the winter

fed crop of western lambs in the corn belt disappeared. There will be a sprinkling of shorn lambs all through May, but not enough to hurt prices.

Both with respect to May and June trade opinion is decidedly optimistic, especially at current prices. Stabilization at low levels is practicable and current values are down to a basis where further depreciation looks impossible. When northwestern range lambs move in considerable numbers, bearish pressure will be applied, but that it will not be a buyer-dominated market meanwhile is evident. In other years when peak prices were attained in May, a sharp June break was regarded complacently, but with spring lambs on a \$6@6.50 basis, further depreciation is illogical. In some quarters confidence exists that a \$6.50 to \$7 spring lamb market can be maintained. However, industrial conditions are still in a rut, which makes sharply higher prices for any fresh meat improbable, especially with dressed beef in the carcass wholesaling at \$7 to \$10.50 per hundred, veal \$5 to \$9 per hundred, and fresh pork cuts at \$7 to \$8.50 per hundred. Spring lambs are wholesaling at \$10 to \$16, old crop carcasses at \$9.50 to \$13, which puts lamb in the front rank of values.

Consumers show no disposition to increase meat cost. There is a marked preference to sacrifice quality for price, housewives having resorted to the budget plan. Only by keeping prices down is it possible to move any considerable tonnage of any meats, as monthly slaughter figures demonstrate that production is well up to national requirements. Speculation has run riot as to the probable effect of monetary inflation on livestock prices. Consensus of opinion, however, is that it will not be marked in such non-speculative commodities as meats which are on a cash basis and must be sold within a brief period after slaughter. Any

substantial decrease in the 1933 lamb crop should be reflected in prices and probably will, although beef production promises to show an increase over 1932. After the Tennessee and Kentucky crop has disappeared, shipping demand at the Atlantic seaboard will revive, prices at Chicago and other western markets being determined in a large measure by outside orders.

Low prices on the crop of fed lambs were recorded during the first week of April when the packer top at Chicago dropped to \$5.15, heavy lambs selling at \$4.85@5, but at this level demand promptly increased until, toward the end of the month, packers paid up to \$6 for old croppers, a large percentage of the supply selling at \$5.60@5.85. Shorn lamb showed a sharp advance from \$5@5.25 to \$5.40@5.65. During the first week of April the limit on woolled lambs was \$5.65; during the last week \$6.15 was made the top. The proportion of choice fed lambs dwindled as the month advanced, tail ends of the winter production going to the butcher.

A pre-Easter flurry in Chicago spring lambs at \$8@9 disappeared with the passing of that festival. The initial consignment of Colorado spring lambs at Chicago realized \$7.60; Californias sold at \$6@6.50.

Killers have pursued their traditional policy of making their entire daily purchase as close to one price as possible. Outstanding sales mean the pick of the crop, usually sorted to suit shipper and city butcher requirements, which deters many feeders from making a high finish. A large percentage of the lambs marketed in April were deficient in condition, for which advancing cost of feed was largely responsible. Feeders were skeptical of maintenance of the advance during the latter part of April, stock held at feeding stations being put on the cars whenever the least encouragement offered. As a result

the spread was narrow, so far as the bulk of the crop was concerned.

A large percentage of the April run came from Colorado and Nebraska feed lots, a liberal Texas supply exerting scant influence on fed lamb prices as that product goes into distributive channels where it does not compete with high grade product. Fortunately common fed and native lambs were scarce, a reliable demand for the product holding these types steady at \$4@4.75. Fort Worth came into seasonal prominence as a primary market during the month.

While the outcome of the winter feeding season has not been wholly satisfactory to a majority of operators, no big losses have been registered, the bulk of the stuff paying well for its board. As it was, \$5@5.75 took a considerable percentage of the crop and on every advance feeders did fairly well. Corn belt feeders, especially when working on contracts, registered scant complaint. Absence of violent fluctuations was effective in allaying criticism.

Chain store dominance of dressed trade was marked. Buyers for these distributive agencies are of the hard-boiled type, but have a ready, if not reasonable excuse that they create volume. Their competition has the effect, however, of restricting old-line retail trade, as a difference of two or even one cent in quoted prices affects consumer demand.

Dressed trade was flighty and was marked by demand for such cuts as legs, saddles, loins, and hotel racks, there being a marked tendency toward breaking up carcasses in the wholesaling process. With 50 to 60-pound carcasses wholesaling entire at \$12 to \$14, many retailers find it more advantageous to pay \$12 to \$14 for such cuts as their trade demands, stew meat wholesaling at \$3.50@4.50. Relief stations utilized this cheap meat for supplying the needs of a large indigent population.

Spring lamb carcasses wholesaled at \$15 to \$16; southern croppers at \$9 to \$11, but the entire poundage of spring lamb this season was light.

Mutton failed to gain popularity, emphasizing the fact that domestic consumers are definitely "off" heavy fat meat; even the indigent element, financed by public money, refused it. Fat ewes, shorn and in the fleece, sold largely in a range of \$2.75@3; dressed carcasses at \$4 to \$7 according to weight and the proportion of fat.

An advancing wool market enabled killers to increase credits for pelts, thus slightly relieving meat of the burden it carried earlier in the season. A narrow spread between shorn and wooled stock is explained by the superior dressing and general desirability of shorn product at this season.

Any symptom of improvement in trade conditions is acclaimed at present as a herald of better things, but the wise guys are holding themselves in restraint. Bullish opinion is always welcome even when results do not vindicate such forecasts. The turmoil of 1932 is not likely to be repeated as markets show a greater degree of stabilization, which may or may not be a forerunner of appreciation. Opinion as to the results of monetary inflation differs widely, apprehension existing in some quarters that it means wider fluctuations. An increased volume of currency may increase the purchasing power of the masses, especially the industrial element, which is sadly lacking in purchasing power at present, but unless employment conditions pick up, such an outcome is doubtful.

J. E. Poole.

### Kansas City

WHILE winter fed lambs closed April higher than the March close and above the April opening, the average level for April was below that of March. The high point developed towards the close and the low point was in the first week. The rest of the month took a mid-way position between the high and low. At the low time \$5 was retained as top on best lambs. The high was recorded at \$5.65 in the last three market days. Between the 10th and

25th \$5.25 and \$5.50 were the prevailing tops on wool lambs and \$5 to \$5.40 on shorn classes. Throughout the entire month shorn lambs held within 25 cents of wool lambs. Wool prices strengthened some early in the month and it was anticipated that this would increase the premium of wool grades over shorn classes, but it failed to have any appreciable effect.

The April price level was a disappointment. The month started with 21 per cent fewer lambs on feed than on the same date last year. Such a decrease, had conditions in other lines been near normal, would have caused a substantial advance, but the selling side had to battle all the time against the bearish attitude of buyers. The fact that all the offerings found an outlet was evidence of ample demand. All season producers have been sending liberal supplies direct, so that the selling side had little chance to get much support from killers. On the basis of receipts at stock yards there has been a material decrease in lamb production this year, but on the basis of inspected slaughter there was only a moderate decrease. Increased supplies, shipped direct or placed in killers' hands, outside of a competitive selling basis did not do the general sheep market any good.

New crop lambs became an important commodity during the month. In the first two weeks, the pre-Easter period, the market held fairly steady. There was a \$1.25 to \$1.50 slump immediately following Easter, followed by a strong rally later. The upturn in the market the last week of the month fell within 50 to 75 cents of restoring the high pre-Easter level. In the first ten days of April a range of \$7 to \$7.35 took the tops in new crop lambs. After the 12th the 7-cent quotation dropped from the list and before the decline was checked sales were at \$5.75 down. An upturn started at the beginning of the last week that pulled quotations up to \$6.60.

Arizona spring lambs made up the bulk of the new crop arrivals and

they led in both the slump and upturn in the market. The high was \$7.35 and the low top was \$5.75, or a \$1.60 price swing. Many of the Arizona lambs this year averaged 90 to 98 pounds, or as much as winter fed lambs. Killers on that account were not willing to give as large a price premium for them, over old crop lambs, as they have done in former years when weights were lighter. From the producing side such weights in new crop lambs show the ability of producers. Arizona has early winter lambing dates, and in addition to this is producing a larger carcass lamb than a few years ago, in fact practically all range states are doing the same thing. The meat end of the trade has not shown any disposition to express itself on size of carcass, other than to state that heavy new crop lambs could not be featured with the usual pre-Easter price premium.

At the end of April the supply situation is rather uncertain. The principal feeding sections in Colorado and Nebraska have 30 per cent fewer lambs on feed than at the same time last year. Winter fed lambs have been cleaned up closely from other feeding sections. Not so many native spring lambs are in sight for the next few weeks as had been anticipated. The bulk of the earliest Arizona lambs have been shipped. Southern lambs are beginning to show up in fairly liberal volume at more eastern markets and the peak of the movement is scheduled to come in May. Texas has not had very good range conditions in the sheep country so it is uncertain about the early grass sheep supply.

Receipts in April were 203,760, compared with 214,379 in the same month in 1932. For the four months receipts were 656,887 or 109,953 less than in the first four months last year. The decrease was almost entirely in western fed lambs.

C. M. Pipkin.

## Omaha

A SHARP advance in prices during the last week of April featured the month's trade. It carried final quotations on old-crop woolled lambs to a point half a dollar above the end of March while clips finished 15@25 cents higher for the period.

Despite the fact that April receipts at a little under 200,000 head were the lightest for that month in five years, the market failed to make much headway until past mid-month. From then on lighter receipts over the country as a whole, improved shipping demand, and a steady advance in the wool market and the trend towards national commodity inflation combined to bring about rising prices for all classes.

As might have been expected, the spread between woolled and shorn stock widened. Where clippers had sold within a quarter of woolskins early in April, the spread amounted to 25@40 cents by the close and at present there is a differential of 65@75 cents between the two classes.

First California spring lambs of the season arrived on April 10—two loads of good quality that averaged 78 pounds and sold straight at \$6.50. The following day shippers paid \$6.75. In the latter half of April a fair number of Californias were appearing but the volume was considerably short of a year ago and strictly choice grades were lacking. The better grades sold mainly at \$6@6.35 with plainer quality down to \$5.40. Current sales ranged up to \$6.50. Sorting has been moderate so far, ranging from none at all on up to 25 per cent.

Native springers declined sharply after Easter. Top dropped from an extreme peak of \$7.50 for the first of the season on April 6 to \$6.35 at the finish.

Not for years has the spread between spring lambs and best fed lambs been so narrow as it is at present. Right now good California and native springers are only selling a

quarter above the top on finished woolled stock of the old crop.

The final week of April saw top woolled lambs at \$5.85 with the bulk at \$5.40@5.75. Earlier in the month it was mainly a \$5.00@5.50 market. At one time good clipped lambs were bought at \$4.50@4.85 but by the close the bulk had moved up to \$5.10@5.25 with the extreme top for the last week of April at \$5.60.

As this is written quotations on fed lambs have been returned to the highest levels of the season, barring an outside sale at \$6.45 in January. Current top on woolled lambs is \$6.25 and on clippers \$5.60.

With wool advancing to a point more than 50 per cent over quotations in vogue as the season opened, interest in shearing lambs became lively as April progressed. In the late trade buyers were bucking killers on best fleshy lambs.

The market, which had been rather quiet early in the month, took on more activity and closing prices were highest of the season, or up to \$5.65 for near-fat lambs going back to the country. On that basis there was a net advance of 25@35 cents for the month. Top has since reached \$6.00. Early in April the market had been on a \$5@5.35 basis, while at the low time in mid-month it took a right good lamb to pass \$4.75 for shearing purposes.

As usual at this season, local feeders provided the main outlet for both shearing lambs and the thin end of the California new-crop offerings. The latter sold freely at \$5.50 most of the month, although there was one time when good kinds were bought at \$5@5.25.

Total shipments of feeding and shearing stock for the month were about 28,000, against 19,500 for March and 34,700 in April, 1932.

Kirby Kittoe.

## St. Joseph

RECEIPTS for the month of April were 140,502 compared with 115,469 for March and 164,071 for April a year ago. Of the month's total around 59,400 were from Colo-

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rado, with 47,000 from the Arkansas Valley district. Nebraska furnished about 26,000, about half from the Scottsbluff territory and half from the lower Platte Valley.

Receipts from Texas and New Mexico were about 10,600, while from California and Arizona there were 14,335.

The market for lambs during the month was uneven, the top on fed kinds ranging from \$5.00@5.85, with the closing top at \$5.85, or 50 cents higher than a month ago. On the extreme close choice 97-pounders sold at the top, with 100-pound averages at \$5.40 and 115-pounders at \$5.00. Clipped lambs were fairly numerous the last half of the month, with sales up to \$5.35.

Native springers were very scarce; early in the month sales ranged up to \$7.15, but on the close \$6.25 was the best price. Texas springers sold at \$7.15 early in the month, but none were received later from this state. Arizonas sold up to \$6.25 and Californias \$6.50 early, but \$6.00@6.25 took best on the close.

Aged sheep were scarce throughout the month and prices are little changed. On the close wooled ewes were quoted up to \$2.50 and clips \$2.00.

Yearlings sold up to \$4.75 on late days, two-year-olds around \$3.75 and old wethers \$3.00.

H. H. Madden.

### Denver

FED lamb prices closed the month of April at Denver 25 cents to 35 cents higher than on the opening of the month. Spring lambs closed 50 to 75 cents lower due to the larger supply now coming to market. Fat ewes were about steady. Receipts for the month totaled 234,687 head, compared with 289,492 head received during April, 1932.

Fat lambs were selling on the Denver market early in April at \$5.40 for best grades. At the close of April choice fed lambs were bringing \$5.65 to \$5.75, while during the first few days of May a top of \$6.25 was reached. Spring lambs

that sold at \$6.75 to \$7 when they first made their appearance late in March were being disposed of at \$6 to \$6.25 late in April. Numerous shipments of California spring lambs made their appearance during the month at Denver and were selling late in the month at \$5.90 to \$6.10. Ewes that sold at \$1.50 to \$2.50 early in April were bringing about the same prices at the close of the month.

Supplies of fed lambs in the Denver territory are rapidly dwindling. The next few weeks is expected to see the clean-up of this supply. Numerous California spring lambs have already made their appearance on the Denver market and one or two shipments of Idahos have been received. Market interests are expecting a fair supply of Idahos this month and the prediction is made that they will be well received.

W. N. Fulton.

### "Contract" Lambs in Demand

CORN belt feeders are already in quest of "contract" lambs, that method of operating being decidedly popular with farmers. As hundreds of banks were closed prior to the national moratorium and other hundreds did not open subsequently, much agrarian capital that would otherwise be available for feeding operations is either "frozen" indefinitely, or lost entirely, putting a crimp in the purchasing capacity of farmer feeders. One fact is definitely known: any contract feeding hereafter will be on the basis of payment for the gain on the basis of what the finished lamb realizes, guarantee gain payment having involved speculators in heavy loss. Contract feeding is far more popular with finishers than breeders, who prefer closing their season's operations on a cash basis.

What prices feeders will be able or willing to pay will depend wholly on ability to secure purchase money loans, the course of the summer fat lamb market, percentage of thin lambs in the crop, and the feed bill. That the 1933 corn crop will be

considerably less in tonnage than the last is a certainty; physical conditions during the growth and development period will have much to do with final valorization of the crop. Old corn is being tenaciously held, exerting a powerful influence on the price which is reaching levels calculated to discourage feeding by a certain element that prefers the elevator outlet.

In any event there will be scant demand for feeding lambs, except on professional account, this side of next September and it is possible that if western stock carries sufficient flesh to justify killers in taking it, anything capable of hanging up a decent carcass will go straight to the meat rack.

J. E. Poole.

The Thirteenth Annual Ram Sale under the management of the California Wool Growers Association will be held at Sacramento, California, May 31 and June 1. Colonel A. W. Thompson is to be the auctioneer. At the same time and place the Ninth Annual Wool Show of the California organization will also take place.

## Debt Adjustment an Essential to the Return of Better Times

I CAN see only one solution for better times and that is a general cancellation of all debts. With prewar prices and lower for agricultural products and wartime taxes, freight rates, hardware and farm implement prices, and enormous interest and debts to take care of, better times can never return. No legitimate business can carry this load even if the prices of agricultural products were doubled. If freight rates were reduced, taxes cut one-half, debts canceled or cut to a small amount, then even at present prices we could make a little money.

In September, 1900, I shipped a train of lambs from Ellensburg, Washington, to Chicago and my top price in Chicago was 6 cents a pound. And at that price in those days we were making money. From 1900 to 1914 there was a gradual advance in wool and lamb prices. In 1914 I received 16 cents for my wool which was the highest price we

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had received since before Cleveland's administration.

When we received 12 cents for wool and \$3 a head for lambs, we considered that we were getting fine prices. People were out of debt in those days; taxes were about one-fourth of what they are now; freight rates were reasonable; and hardware and farm implements were cheap, about one-half of what they are now.

I see no chance under present circumstances, for either agriculture or any other business to carry on or even improve with the enormous load they are under. Even in the most prosperous times it cannot be done.

North Dallas, Wn. Leo F. Brune.

## Feed Value of Russian Thistles and Bean Straw Tested in West

RUSSIAN thistle, a troublesome weed in the West, bean straw, and flaxseed were some of the little-used plants and crops found to have considerable feeding value in a series of cooperative lamb and pig-fattening experiments by the Colorado Agricultural Experiment Station and the Dry Land Agriculture Field Station of the U. S. Department of Agriculture at Akron, Colo., according to a recent announcement by the Department of Agriculture.

For one lot of 20 lambs, Russian thistles, one of the common "tumble weeds" of the western plains region, were ground fine and fed with shelled corn and cottonseed cake for 90 days. Some of the thistles were raked out of fence corners; others were cut green and cured for the experiment. Valuing the corn at 34 cents per bushel and the cake at \$22 per ton and the ground thistles at \$5.50 per ton the gains of the lambs cost \$4.27 per hundred pounds live weight. The results from feeding a lot of cull lambs indicate that if the thistles are cut green and made into hay, grinding is not necessary as the lambs consumed the whole thistles just as readily.

## OGDEN REDUCES PRICE OF HAY

For the third consecutive time in less than one year Ogden has reduced the price of hay to its shippers \$2.00 per ton, making a total reduction of \$6.00 per ton.

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Ogden's commission charges were reduced approximately \$3.00 per car March 1st. Ogden's yardage charges are 10 to 30 per cent lower than at other markets.

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This thistle experiment, believed to be the first to place a definite value on this weed as a feed, is important to the dry belt, the bureau points out, because the thistle usually thrives in drouth seasons when other crops fail.

When bean straw, valued at \$3.00 per ton, was fed with corn and cake to lambs at the same rate and value as in the thistle lot, the gains cost \$3.66 per hundred pounds.

### Conditions in Louisiana Cut-Over Lands

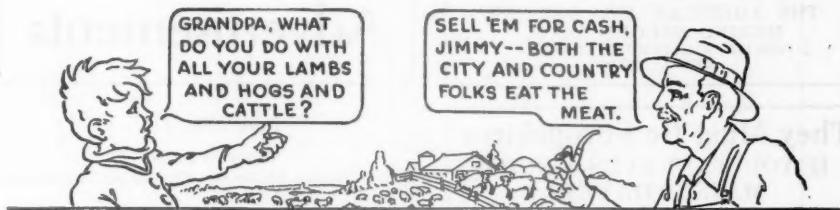
THE cold wet winter in this section was responsible for quite a heavy loss in the sheep running on the cut-over lands, especially aged stuff and late lambs that did not get a start. There has also been quite a loss in this year's crop dropped during the cold spells of January, February and March, when most of the lambing is done in this section of Louisiana.

No price has been set on the 1933 clip, but it is expected that it will bring as much or more than the 1932 clip, which was sold in a pool through the Southwestern Louisiana Wool Growers Association at around 17 cents.

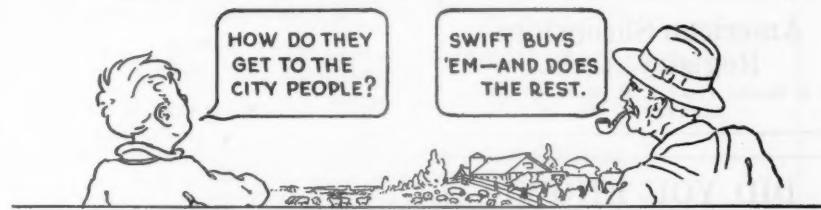
The statement of a writer from Shreveport in an issue of the Wool Grower sometime back, to the effect that a Louisiana sheep would not pay its way to Kansas City, should not be taken seriously by well informed sheep owners. During the depression few sheep have made the owners any money after paying freight charges to the Missouri River points. When sheep prices are good, Louisiana lambs have been shipped to northern feed lots and a profit made on them. In 1929 something over 10,000 head were shipped to northern feed lots and around 5,000 to Tennessee feeders, and when the "new deal" hits the sheep industry Louisiana will have plenty of lambs for Nebraska and Iowa feeders, and the price will be right.

R. J. Archer.

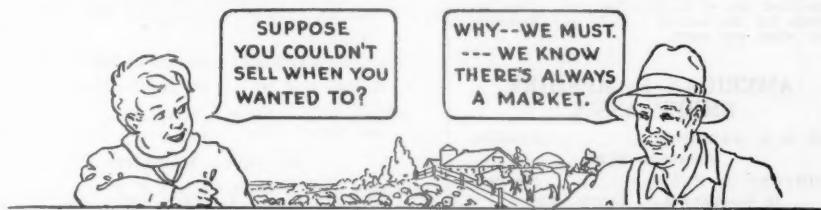
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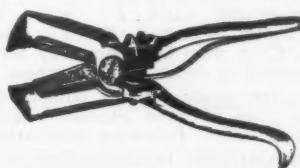
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